D&D TECHNOLOGIES USA, INC. 7732 Woodwind Drive Huntington Beach, CA 92647 r 714 677 1300 765 877 2339 E info@videechassa.cog



December 28, 2007

Dear G.M.:

With the fericing industry facing a challenging business environment, we are pleased to inform you that D&D Technologies has made a decision to support our customers by absorbing increases in raw materials, transportation and tabor costs in order to maintain our 2007 prices, with no cost increase for 2008. The enclosed price list has been revised to include new products and information.

In addition to the highest quality, most innovative gate hardware available, U&U supports your business with value-added services & materials. Listed below are important additions that will help you improve sales and profits

- NEW interactive product training CD. Knowledgeable sales and order desk personnel are critical to the success of any business. The enclosed Training CD contains everything you need to know about D&D products. Much of the information is in video format, including a four of D&D facilities, product installation and advanced product testing & engineering processes. Product specifications, product installation and advanced product testing & engineering processes. Product specifications, marketing videos and printable installation instructions are also included. Copying the CD to your employees computer hard drives allows for guick and easy access to this important information, making your staff instant experts on D&D products.
- Lokk-Latch Defuxe successfully replaced our old Lokk-Latch Pros at a cost decrease of 10% this past year. Based on your valued feedback, we will be making this product even easier to install as outlined in the attached overview.
- ➢ Bi-lingual English/Spanish help desk is open 7 a.m. to 4 p.m. Pacific Time at (800) 716-0888, ext. 234. In addition to our normal customer service support hours of 7 a.m.-5 p.m. PST, we now offer Spanish speaking product assistance.
- Beware of Polymer Pretenders! When your reputation is on the line, quality products ensure repeat business, while reducing liability and the significant costs associated with defects and call-backs D&D products have 17 years of proven reliability while "pretender" products have significant performance issues. The enclosed fact sheet listing critical "pretender" polymer failure points will prove interesting reading.
- > NEW Product Summany Literature (enclosed) perfect for upgrading the hardware sale to D&D with conflactors or consumers or as a general reference tool for anyone. A full range of FREE D&D marketing materials to support your business is available on the enclosed order form.

On behalf of the entire D&D Technologies team, I would like to thank you for your continued support and wish you a very Happy New Year!

Best regards.

Jim Palejson Senior Vice President, Sales & Marketing

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# FACT: ONLY Magna-Latch has the proven features, dependability and quality you rely on to reduce liability and save lives!

Magna-Latch® and Tru-Close® hinges are the #1 Pool Safety Gate hardware combination in the world. Why? They are, without exception, the highest quality, most dependable safety gate hardware available. Considering what's at risk (children's lives and considerable liability to your business), it's easy to understand why Magna-Latch and Tru-Close hinges are the industry standard.

Some fencing suppliers are compromising safety and security with lesser quality substitutes. It's important to understand that there is a SIGNIFICANT difference in quality and dependability between Magna-Latch and inferior "pretender" copies.

## "Pretender" polymer products are NOT just like D&D.

- ➤ D&D Magnets are sealed in a water-tight compartment, creating a barrier from the elements. Pretender products lack D&D's water-tight seal, exposing the magnet to corrosion and possible failure.
- > Magna-Latch cannot be bumped, shaken or pried open. Some "pretender latches" can be opened while in the locked position by simply applying pressure on the lift knob a real danger around children.
- Magna-Latch has been tested to 400,000 cycles vs. some "pretender" latches with a stated rating of 50,000 cycles! Tru-Close hinges have been tested up to 200,000 cycles, while some "pretender" hinges we tested failed as low as 9,000 cycles.
- Magna-Latch stainless steel adjustment screws last the life of the product, while "pretender" plastic adjustment screws strip easily, eliminating any adjustment capability.
- > D&D's products are designed for water egress & dependable operation in all climates "Pretender" products lack or have very limited water egress, rendering them vulnerable to freezing and failure in cold climates.
- ➤ Only D&D has the quality to offer a limited Lifetime Warranty. Most pretender polymer manufacturers outsource much of their manufacturing and don't have direct control over quality processes, standards & materials. Many "pretender" products come with no written warranty. D&D products have 15 years of proven reliability!

Considering what's at risk and the significant shortcomings of "pretender" products, does it make sense to trust anything less than D&D to protect lives and your company's liability? If Magna-Latch & Tru-Close hinges are not being included in your pool gate kits, we encourage you to demand the best: D&D Technologies.

Best regards.

Jim Paterson

Senior Vice President, Sales & Marketing, D&D Technologies (USA) Inc.

Hi-Performance Hardware

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NO lifetime warranty	Limited LIFETIME WARRANTY
LIABILITY or ONE lost customer costs!	Failure rate 1 in 4,500
English only instructions	Instructions in multiple languages
Multiple key cuts impedes first responders	Keyed alike to assist first responders
Polymer adjust screw strips easily	Stainless steel adjustment screw
Metal only - wood or vinyl weak hold	ALL fence materials & applications
Will NOT latch if locked with gate open	Latch engages even if locked
Structural weakness due to design	Up to 238% stronger
Fails as low as 4,053 cycles - Liability!	Cycles (Durability) 400,000+
Freezing probable – Water Egress	NO Freezing - Works in ALL climates
Latch is easily opened when locked	Latch cannot be opened when locked
Unprotected magnet can rust & fail	Air sealed magnet - Won't fail
The Protector	Magna-Latch



# Summary Keystone Advantage

NO Lifetime Warranty	Limited LIFETIME WARRANTY
How much will ONE lost customer cost?	Reported return rate 1 in 1,000 & 15 years of proven reliability
Easily Jams open & closed = Liability	Reliable latching action
Low glass content - Significantly weaker	Up to 300% Stronger
Striker broke at 2 & 338 cycles	Tested to over 200,000 cycles
Thumb knob glued on & NO trigger	Molded thumb knob & trigger
Zinc push rods WILL corrode	Push rods won't corrode
security cylinders	keyable to high security cylinders
5-pin locks cannot be re-keyed to high	LL Deluxe: 6-pin locks are re-
NO drain hole in EAK – May fail	Drain holes in EAK - Won't freeze
NO fitting jig makes install difficult	LLD: Includes fitting jig for accuracy
Must drill 2 holes through post	1 or 0 holes to drill through post
Keystone Advantage	Lokk-Latch



NO Lifetime Warranty	Limited LIFETIME WARRANTY
cost?	years of proven reliability
How much will ONE lost customer	Reported return rate 1 in 1,000 & 15
Probable patent infringement	First to market innovators
Significantly weaker = failures	240% Stronger
Freezing possible – water egress	NO Freezing works in ALL climates
Difficult & dangerous to adjust tension	Easy & SAFE to adjust tension
Requires a specialized tool	No special tools required
Must pre-drill on ALL materials	Self drilling screws reduces install time
Cornerstone	Tru-Close